

Message Text

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FM SECSTATE WASHDC

TO AMEMBASSY BELGRADE PRIORITY

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E.O. 11652: NA

TAGS: BEXP, BTIO, BFOL, YO

SUBJ: VISIT OF YUGOSLAVIA BUSINESS DELEGATION TO THE
UNITED STATES

REF: BELGRADE 3859

THE PROPOSED VISIT OF THE VOJVODINA CHAMBER OF ECONOMY
BUSINESS DELEGATION TO THE U.S. DURING THE FALL RAISES
DEVERAL PROBLEMS. BASED ON INFORMATION PROVIDED IN THE
REFTEL, GROUP IS NOT A BUYING MISSION SINCE PRINCIPAL
OBJECTIVES ARE DEVELOPMENT OF U.S. COMPANY CONTACTS FOR
SECURING KNOWHOW, TECHNICAL ASSITANCE AND FINANCING
RATHER THAN IMMEDIAGE PURCHASE OF EQUIPMENT AND SUPPLIES.
SIXE OF GROUP ALSO EXCEEDS THE CRITERIA FOR A BUYING
GROUP.

2. FOR MAXIMUM EFFECTIVENESS, AND IN ORDER TO MAKE SUCH A
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VISIT WORTHWHILE TO THE YUGOSLAV GROUP, IT IS SUGGESTED

THAT COMMERCE OFFICE OF EXPORT DEVELOPMENT MAKE INITIAL CONTACTS WITH APPROPRIATE U.S. FIRMS TO DEVELOP A LIST OF COMPANIES INTERESTED IN MEETING WITH THE YUGOSLAV VISITORS. ONCE THIS TASK IS CARRIED OUT, IT IS FELT THAT EITHER THE YUGOSLAV ECONOMIC COUNCIL OR A PRIVATE ORGANIZATION, OR INDIVIDUAL, BE RETAINED TO HANDLE ALL OF THE LOGISTICS-- SCHEDULING SPECIFIC APPOINTMENTS, ARRANGING TRANSPORTATION, MAKING HOTEL RESERVATIONS, ETC. STAFF DOES NOT EXIST IN COMMERCE FOR THE TREMENDOUSLY TIME CONSUMING PERFORMANCE OF THESE DUTIES FOR A GROUP OF THE SIZE AND DIVERSITY OF THE YUGOSLAV DELEGATION.

4. THIS VISIT HAS BEEN DISCUSSED WITH JAMES WALKER, EXECUTIVE DIRECTOR, USYEC, WHO INDICATES THAT HE IS PREPARED TO UNDERTAKE ARRANGEMENTS FOR THIS DELEGATION IF ARRIVAL CAN BE DEFERRED UNTIL MID-OCTOBER. OVERSEAS PRIVATE INVESTMENT CORPORATION ALSO PREPARED TO COOPERATE IN THIS EFFORT.

5. YUGOSLAV AMBASSADOR TO THE UNITED STATES, TOMA GRANFIL, HAS WRITTEN COMMERCE REGARDING THE DELEGATION. HE HAS BEEN ADVISED OF STEPS UNDERWAY TO ASSIST THE VOJVODINA MISSION.

6. WOULD APPRECIATE EMBASSY REACTION TO PLANS OUTLINED ABOVE. ALSO ADDITIONAL INFORMATION PROMISED IN REFTEL SHOULD INDICATE NAME OR NAMES OF YUGOSLAV VISITORS FOR EACH COMPANY. DETAILS OF CONTACTS ALREADY MADE WITH U.S. ORGANIZATIONS SHOULD ALSO BE FURNISHED TO AVOID DUPLICATION OF EFFORT.

7. COMMERCE ACTION OFFICIAL FOR THIS ACTIVITY IS DELBERT O. GORDON, OVERSEAS BUSINESS OPPORTUNITIES DIVISION, BUREAU OF INTERNATIONAL COMMERCE, U.S. DEPARTMENT OF COMMERCE, WASHINGTON, D.C. 20230-- 202-967-5367.
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